



Annual Report Fiscal Year 2024

July 1, 2023 – June 30, 2024

REquipment Durable Medical Equipment (DME) & Assistive
Technology (AT) Reuse Program, Inc.



*REquipment Driver/Technician
Anthony Calderon-Diaz transporting DME*

PRESIDENT'S MESSAGE

Once again, we've concluded an extraordinary fiscal year, and not the least for being my last as REquipment, Inc.'s CEO. I am enormously proud of our staff, partners, and community for their resilience in the face of numerous hurdles. With your help, we not only survived the threat to our funding but carried out our long-planned program expansion and leadership transition.

Beginning with the governor's budget proposal in January 2023, we confronted the need to advocate for our state funding. Administrative issues in state government now routinely hinder the annualization of some of our funds, creating a \$500,000 budget gap. Thank you to everyone who contacted their state legislators and helped secure our budget. Thank you to our champions in the legislature for recognizing that REquipment is essential to the Commonwealth.

Our revamped program website went live in October 2023 with a new look, feel, and branding at equipmentMA.org. At the same time, we began soliciting donations of assistive technology (AT), expanding our device categories and service beyond durable medical equipment (DME). Easter Seals MA, UCP of Western MA, and Children's Hospital donated significant AT to the startup inventory. Now, when a community member contacts us for a shower chair, we encourage them to consider the dressing aid and/or reacher-grabber tool they may need, too. It's thrilling to make this kind of difference in people's lives.

As many of you know, I announced my plans to retire in February after nine years as CEO of REquipment, Inc. In April, we were pleased to hire Adriana Mallozzi, a DME and AT user and leader with broad expertise in specialized and consumer technology. Adriana has stepped into the position with insight and energy. Departing is not easy, but I am confident that as CEO, she has the vision and skills to expand REquipment's reach.

As founder and president of REquipment, Inc., I am proud of what we have achieved together. Since the program was piloted in 2013, over 11,000 devices valued at more than \$19 M have found second homes in Massachusetts. This year was our best yet: 2,025 devices delivered.

Please consider a generous financial donation to REquipment, Inc. Every dollar helps us get vital equipment to more residents who need it. Over 63 tons were diverted from solid waste in FY24, devices that maximize independence and opportunities to live better.

Thank you for all that you do. We wouldn't have this wonderful program without you,

Karen Langley

President and retired
CEO of REquipment, Inc.



ABOUT OUR PROGRAM

The REquipment Durable Medical Equipment and Assistive Technology Reuse Program collects and refurbishes gently used devices for distribution, free of charge, to older adults, veterans, and individuals with disabilities of all ages. The program is a private-public partnership between three state agencies and six private not-for-profit organizations. REquipment, Inc. is the 501(c)3 nonprofit coordinating this partnership.

First piloted in Greater Boston in 2014, the program has since reassigned more than 11,000 devices statewide. More

than \$19 million worth of equipment—ranging from power wheelchairs to hand-held magnifiers—have gone to residents to assist with their activities of daily living. People who request our equipment use it to maintain their independence, their employment, to improve their health, and to stay safe living at home.



Program Highlights

- REquipment provides DME and AT at no cost.
- REquipment is statewide. Browse and request devices at dmeREuse.org.
- REquipment is also available at 1-800-261-9841. Call us to arrange donations or with questions about our inventory and services.
- Pickup and delivery of large items are available, a vital service to program users.

REquipment DME & AT Reuse Program, Inc. administers the REquipment DME and AT reuse program as a subcontractor of UCP of Western Massachusetts. Funding from MassAbility (formerly the Massachusetts Rehabilitation Commission) supports the public-private partnership. The Department of Developmental Services and the Pappas Rehabilitation Hospital for Children (funded by the Department of Public Health) provide additional in-kind support.

WHO BENEFITS?

- Adults and children with disabilities, including veterans.
- Older adults needing improved safety at home or assistance getting to appointments and events.
- People of all ages with chronic and newly acquired mobility challenges.
- People with limited or no insurance coverage for DME or AT.
- Individuals with a temporary need due to illness or an accident.
- Wheelchair users who need backup equipment for when their primary chair is out for repair.
- Individuals ready for discharge from hospitals or rehabilitation.
- Families wanting a deceased loved one's equipment put to good use.
- Taxpayers because reuse saves money, resources, and space in landfills.

In FY24, REquipment Delivered

- 548 manual wheelchairs
- 149 power wheelchairs
- 44 power scooters
- 254 rollators
- 259 shower chairs
- 110 bath benches
- 123 sling lifts
- 135 devices for daily living
- 57 bed accessories
- 57 standers
- 27 adapted strollers
- 33 gait trainers
- 57 positioning/seating equipment
- 33 portable ramps
- 12 adaptive computer accessories and more devices in more categories ...



Visit dmeREuse.org or
call us toll-free at 1-800-261-9841

Carlie's Stander



Nicole was told by the pediatric therapy clinic that her daughter Carlie needed to stand.

“When you’re 12 months old, you’re supposed to be up on your feet and standing,” Nicole explained. But Carlie has a condition similar to cerebral palsy that makes standing on her own impossible. So, when her insurance denied her daughter a pediatric stander, Nicole panicked. Her daughter was at risk for hip dysplasia and surgery — an avoidable outcome. She reapplied and was denied again. And then again. Each time, weeks of development were lost in a race for her daughter.

“Finally, I posted to this mom’s-of-the-clinic Facebook group, pleading for help. Someone asked if I’d checked out REquipment.”

On REquipment’s website, Nicole found Carlie her first stander: a Super Stand HLT-E1. The stander helped Carlie develop the strength, stamina, and hips for walking. Nicole credits the Super Stand for making Carlie’s enthusiastic use of her walker possible. “She bombs around on that thing,” she said.

Once Carlie outgrew the Super Stand, she needed an Easystand Zing. Only the Zing would provide the abduction stretch necessary to improve her range of motion and prevent contractures. Nicole routinely checked the REquipment website for Carlie’s Zing. The day it showed up on our website, Nicole cried. “Her legs are so tight,” she explained, choking up all over again. “I’m having a gratitude moment.”

“At the clinic, I hear about families waiting for new wheelchairs for years,” Nicole explains. “Or they’re in a wheelchair that’s too small. Or people use makeshift equipment because insurance denied them. REquipment is a life-changing resource. REquipment doesn’t say ‘No,’” REquipment says, ‘Yes’ or ‘not yet.’”

“REquipment is a life-changing resource.” – Nicole, Carlie’s mom

DEVICES AND DONORS



Evan Valenta helps Bill Fredette load a bulk donation from Comodita USA

Fiscal Year	# Devices Donated	# Donors
2021	1126	597
2022	1554	705
2023	1294	580
2024	2225	537

Thank You, Bulk Donors! *

- Acton Nursing Service
- ALS Association/NE Territory
- Comodita USA
- Reliant Medical Group
- Spina Bifida Association
- Sunrise Senior Living
- Hilary Annino
- Caroline Berry
- Daniel Blanchard
- Melissa Brindisi
- Laurel and Steve Cohen
- Andrea Cordis
- Catherine Cowden
- Eliana Delatorre
- Donna Detcoteau
- Jennifer Donas
- Christine Freneur
- Allison Gendron
- Barbra Hanks
- Nancy Keene
- Linda Kelleher
- Deborah Lacasse
- Gilda Lamonica
- Matt Menke
- Marilyn Morrell
- Renee Raun
- Timothy Russel
- Amanda Savage
- Leo Schacht
- Maryann Smith
- Elin Soderholm
- Lisa Ann Troy
- Chuck Vanetzian
- Denise von Stetten
- Megan White
- Marialena Young

*Donors of four or more items.

REquipment diverted an estimated 63 tons of DME and AT from solid waste facilities in FY24.

Announcing the 2024 Jennifer Baker Scholar

This \$1,000 scholarship honors the late Jennifer Baker, who went above and beyond her duties as REquipment's program director and valued lifelong learning.

Congratulations, Dominique Bassallo!

Dominique Bassallo is pursuing her master's in occupational therapy (OT) at American International College in Springfield, MA. She plans to train as a snowboard/ski coaching instructor with clients using adaptive ski/riding equipment through New England Adaptive Sports. This passion grew out of Dominique's experience working as a caregiver for individuals with disabilities who rely on assistive technology and durable medical equipment. Congratulations, Dominique!



Did you know? REquipment is the only reuse program in Massachusetts that refurbishes and delivers power wheelchairs.

Did you know? REquipment is featured on "What's New in Assistive Technology" on Berkshire Talking Chronicle, WRRS 104.4 LPFM, each Thursday at 1 pm.



NEW LEADERSHIP



Welcome Adriana Mallozzi!

In April, REquipment, Inc. welcomed Adriana Mallozzi as CEO, Karen Langley's successor. Mallozzi comes to REquipment with 20 years of experience working with disability-related programs and projects, including eight years as the founder and CEO of Puffin Innovations, Inc., an assistive technology startup. Her innovative thinking, private sector relationships, and commitment to Independent Living values make her an ideal fit for leading REquipment, Inc.

“Adriana has a track record of collaborating across differences. She’s also a fierce advocate.”

- Karen Langley

Mallozzi also uses assistive technology and durable medical equipment, notes Langley. “The Board is excited to welcome Adriana. We see an opportunity to deepen our commitment and reach more communities.”

Presentations and Events

REquipment led or took part in 40 events and presentations during FY24. These included five legislative roundtables to advocate for disability-community priorities, dozens of conferences and AT fairs for statewide outreach, as well as public access television and radio programs, disability support groups, and transition fairs. REquipment also hosted two webinars for service providers in English and Spanish.

To invite REquipment to present at or participate in an event in your community, email info@dmereuse.org.



REquipment Program Director Dan Perkins greets a young program user at the Danvers AT Fair in March 2024.

FY24 FINANCIALS

Assets

	FY24	FY23
CURRENT ASSETS (\$)		
Cash	42,521	27,411
Accounts Receivable, Program Services	109,066	74,659
Prepaid Expenses	6,859	9,765
Total Current Assets	158,446	111,835
PROPERTY AND EQUIPMENT (\$)		
Vehicles	197,774	113,677
Less: Accumulated Depreciation	(109,077)	(84,886)
Net Property and Equipment	88,697	28,791
NON-CURRENT ASSETS (\$)		
Board Designated Funds	75,980	73,590
Total Non-Current Assets	75,980	73,590
TOTAL ASSETS	323,123	214,216

Liabilities and Net Assets

	FY24	FY23
CURRENT LIABILITIES (\$)		
Current Portion of Long-Term Debt	685	619
Line-of-Credit	27,161	31
Accounts Payable and Accrued Expenses	8,683	2,363
Accrued Payroll and Related Costs	31,620	30,467
Total Current Liabilities	68,149	33,480
LONG-TERM DEBT, NET OF CURRENT PORTION (\$)	20,893	22,725
TOTAL LIABILITIES (\$)	89,042	56,205
NET ASSETS (\$)		
Net Assets Without Donor Restrictions		
Undesignated	158,101	84,421
Board Designated	75,980	73,590
Total Net Assets Without Donor Restrictions	234,081	158,011
TOTAL LIABILITIES AND NET ASSETS (\$)	323,123	214,216

FY24 IMPACT

Program Totals for FY24

Value of reassigned items	\$3,266,905
# of items distributed	2,030
# unique recipients	1,644
# of donated items	2,225
# of donors of DME	537

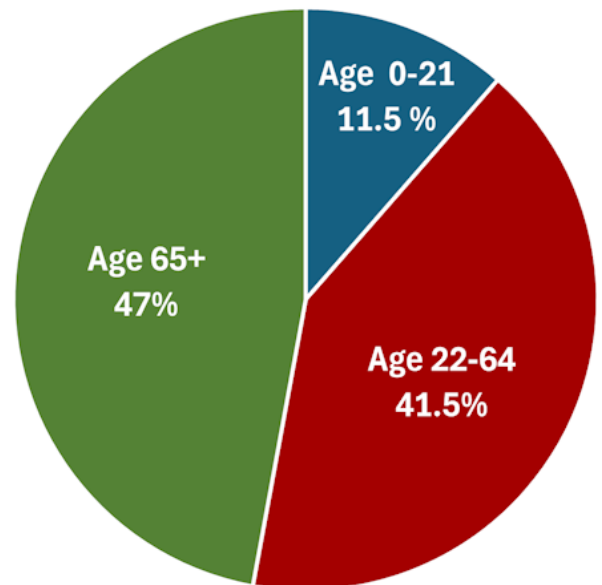
Since 2014, REquipment has provided more than \$19.8 million in no-cost DME and AT to people of all ages throughout Massachusetts.

"Thank you for giving my mom back some of her independence that we would never have been able to afford without this program."

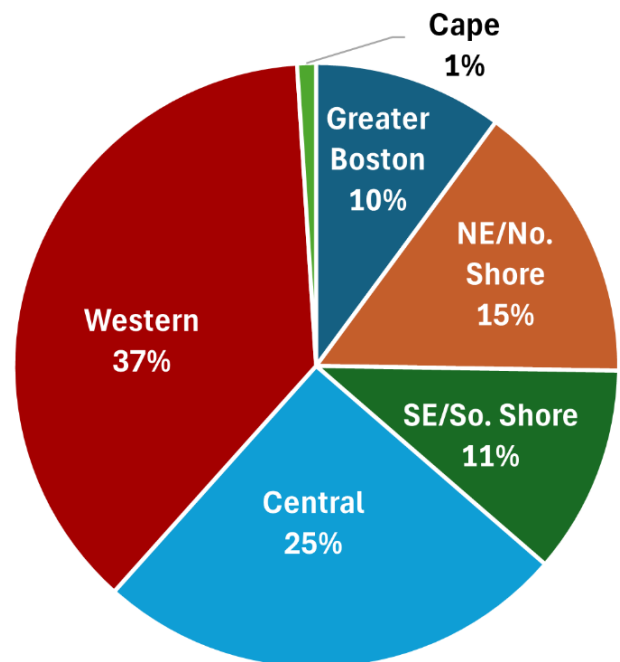
- A daughter in Pittsfield whose mom has cancer and a new-to-her power wheelchair



Age Distribution of Recipients



Devices Assigned by Region



SNAPSHOT OF A SINGLE DAY

A 73-year-old Black man with cancer requested a scooter to reduce his risk of falls in Pittsfield



A 26-year-old Asian woman in Cambridge with muscular dystrophy and a spinal cord injury requested a complex power wheelchair for use at work



A 68-year-old white woman with arthritis in Brookline requested a dressing stick to assist her recovery from surgery



A 30-year-old Black transgender man requested a manual wheelchair for recovering from surgery



An 18-year-old man from Andover with autism and a seizure disorder requested a tilt-in-space manual wheelchair for use at school



A 42-year-old Hispanic woman with arthritis requested a shower chair in Dorchester



Eleven additional requests came in from Holbrook, Salem, Amherst, North Adams, Cummington, Millbury, Norwood, and Worcester.

THE POWER OF YOUR GIFT

- **\$500** can refurbish a power wheelchair (that retails for up to \$65,000).
- **\$300** can replace batteries in a power wheelchair.
- **\$200** can replace batteries in a scooter.
- **\$75** can buy a pair of manual wheelchair armrests.
- **\$45** can provide a pair of manual wheelchair footrests.
- **\$15** can buy a gallon of Simple Green disinfectant.



Cera Fredette refurbishes a power wheelchair in Worcester.

Every gift matters and makes our day!

Donate at dmeREuse.org

“Thank you so much!! Life changing!!”

–Anonymous from
REquipment’s donor scroll

“We'll get great use out of this adaptive stroller and will save thousands!”

– Jason Nichol



OUR DONORS

Under \$49

Too many to list.

THANK YOU!

\$50-\$99

David Arnott

Diana Arruda

Aaron Askanase

Cynthia Bergstrom

Thomas Bosco

Tiffany Chen

Emelin DeLeon

Alison DeSousa

Cynthia Fantini

Kristen Farrell

Elena Gacs

Gautam Gupta

Sharon Hawkes

Hilary Hoban

Lorraine Haney

Amanda Lepine

Doug McCoy

Cathy Mirante

Paul Mullins

Jim O'Neil

Ganapat Patel

Sanskriti Sharma

Beth Shulman

Mark Smith

Neil Stillings

Samantha
Symmonds

Susan Tribble

Lisa Tulipani

Susan Wise Trust

Michael Walsh

\$100-\$499

Kelly Ball

Paula Callanan

Nick Carbone

Margie & John
Fuccione

Richard Arcangeli

Karen Bureau

Cynthia

Chamberland

Richard Duval

Patricia Feige

William Gain

Carolyn Horan

Hajnalka Lakatos

Jason Nichol

Heather Peck
Oullette

Michael Putterman

Gary Rabideau

Ruth Shapiro

Marva Serotkin

\$500 - \$1,000

Kathleen & Mike
Allenbrook

Jeffrey Devolve &
Joyce Hayman
Devolve

Christine Griffin

Karen Langley

Blues for Veterans

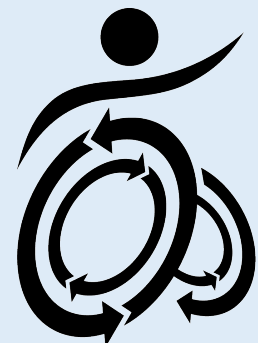
Cindy Wentz

\$25,000

James Boskey
Memorial
Foundation

"I greatly appreciate this much needed and highly valuable service, which fills a vital role in providing DME to the citizens of the Commonwealth."

— Gary
Rabideau





REquipment DME & AT Reuse Program, Inc. dedicates this annual report to the memory of Joseph “Joe” Tringali, who died unexpectedly on December 27, 2023.

Joe worked at the Stavros Center for Independent Living for 45 years and was a pioneer in the Independent Living and Disability Rights movements. A DME and AT user since his teens, Joe was a founding board member for REquipment, Inc., served a term as treasurer, and was committed to ensuring the program grew and thrived. A dedicated advocate with legislators at the State House in Boston, Joe was thrilled when REquipment expanded to Western Massachusetts where he also fought for a more inclusive, accessible community.

Joe was a funny guy and a kind and caring friend. His dedication and support are missed by many.

REquipment, Inc.
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